

SBA's Newest PLP Lenders in Massachusetts

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Benjamin Franklin Bank presentation: left to right: John Mattion, assistant vice president, Rose Buckley, senior vice president, Thomas R. Venables, president & CEO, SBA District Director Maurice L. Dubé, SBA Lead Lender Relations Specialist Anne Hunt, Blain Marchand, vice president Benjamin Franklin Bank.



Greenfield Cooperative Bank announcement. Left to right: Michael Davey, assistant vice president, Michael E. Tucker, president & CEO, Bill Ahlemeyer, vice president, SBA District Director Maurice L. Dubé.

SBA Massachusetts District Director Maurice L. Dubé traveled to western Massachusetts with Springfield Branch Manager Bob Nelson and Lead Lender Relations Specialist Anne Hunt on December 14 to publicly announce Greenfield Co-operative Bank's selection as a SBA preferred lender. Next they went to Benjamin Franklin Bank in Franklin to announce this bank's designation as a PLP lender. Under the Preferred Lenders Program (PLP), high-volume SBA lenders are delegated loan approval, closing and most servicing and liquidation authority, enabling them to process loans faster. The SBA generally approves PLP loans submitted to them by participating lenders in less than 36 hours. To earn the PLP designation, lenders must establish a successful track record and display a thorough understanding of SBA lending policies and procedures.

2005 Lender Awards

SBA Massachusetts District Director Maurice L. Dubé presented awards to our most active lenders at the quarterly lenders meeting in Boston on December 19. In addition, Maureen Kelliher, senior vice president investments, Citizens Financial Group, gave an economic update. The following were recognized:

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|--|--|
| • #1 SBA 7(a) Lender | Citizens Bank (number of loans and dollar total) |
| • #1 Credit Union | Greylock Federal Credit Union |
| • #1 SBA 504 Certified Development Company | Bay Colony Development Corp. |
| • #1 SBA 504 Third Party Lender | Enterprise Bank & Trust Co. |
| • Most Improved Lender | Century Bank & Trust Co. |
| • Most loans to women* | Bank Five |

(continued on page 3)

Calendar of Events

Upcoming Workshops at the Massachusetts SBA Office, 10 Causeway Street, Room 265, Boston

Ready, Set, Go!
Overview of SBA Programs & Services

1/31: 10 – 11:30 a.m.
Contact Anna Outerbridge at 617-565-8510 to register.

Overview of SBA's 8(a) Business Development Program

12/28 and 1/25: 10 – 11 a.m. Socially and economically disadvantaged firms can learn about 8(a) program benefits and application procedures, how to gain a preference for federal contracts, how to access sole source contracts and how to become certified. Contact Anna Outerbridge at 617-565-8510 to register.

Worcester Entrepreneur Makes Your Photographic History Come Alive

Erin Wickman of E.M.Wickman Digital Services in Worcester launched her new product line, *A Digital Legacy*, over a year ago at the Winter Marketplace sponsored by the Center for Women & Enterprise, and has been restoring people's memorabilia ever since. Erin uses her technical expertise in digital media to create multi-media presentations of life events using photos, text, music, and video. The end product is a unique, one-of-a-kind gift that commemorates a special occasion. Erin participated in the Marketplace again this year in early December.



Erin also utilized the services from CWE of Central Massachusetts to receive assistance from their Accelerate and Loan Consulting Services, and has continued her connection with CWE by exhibiting at the Winter Marketplace Event.

A Digital Legacy is a presentation of life events using photos, video and other memorabilia. It is delivered on DVD for television viewing, or if you prefer, CD for personal computer or online use," notes Wickman. "Everyone loves to see themselves on screen and this is the gift that will make anyone a television star!"

Getting Veterans Back to Business - Resources for the Reserve and Guard

If you are a small business who employs a National Guard and/or Reserve Member who has been called up to active duty, or if you are a National Guard and/or Reserve Member small business owner and have been called up to active duty, the SBA can help! Visit our website at <http://www.sba.gov/reservists/>, for information on disaster loan assistance, business counseling and training, and debt relief.

You may also contact our Veterans Business Development Officer, Maurice L. Dubé, at 617-565-5560.

SCORE® Free Business Counseling is Just a Click Away SCORE®

Counselors to America's Small Business

Do you need help identifying problems, determining the causes, and finding the solutions? Do you need help developing an effective business plan or with creating strategies for business growth? Are you strapped for time and unable to meet face-to-face with a counselor during business hours? If you answer yes to any of these questions, consider SCORE's e-mail counseling services.

SCORE has a roster of 1200 e-mail counselors throughout the country ready to assist you. Counseling is:

- **Confidential**—Counselors abide by a code of ethics and honor confidentiality.
- **Fast**—Ask questions 24/7; get answers in 48 hours. Receive advice straight to your email.
- **Free**—Offered free-of-charge, as a public service.
- **Essential to your success**—SCORE [success stories](#) & [testimonials](#) show how SCORE advice helps businesses succeed.
- **Available to all U.S. citizens & green card holders.**

Go to www.score.org to view a list of counselors' names, along with a brief description of their expertise. Choose a counselor that best matches your business needs and provide a detailed description of your question or issue. Search by **keywords** and if desired, narrow your search for a SCORE business counselor by state.

SBA's Community Workshops

Ready, Set, Go!

Learn about SBA's programs & services.

1/11: North Shore Career Center of **Lynn**, 10 a.m. – 12 noon. Contact Lisa Gonzalez Welch at 617-565-5588.

1/18: CareerWorks, **Brockton**, 2 – 4:00 p.m. Call 508-513-3400 to register.

1/18: Scibelli Enterprise Center, **Springfield**, 9-10:30 a.m. Contact Bob Nelson at 413-785-0484 to register.

1/18: Merrimack Valley Chamber of Commerce, **Lawrence**, 10 a.m. – 12 noon. Contact Lisa Gonzalez at 617-565-5588.

1/20: **Lowell** Career Center, 10 a.m. – 12 noon. Contact Lisa Gonzalez at 617-565-5588.

1/26: **Plymouth** Career Center, 10 a.m. – 12 noon. Call 508-732-5399 to register.

1/26: Greater **Lowell** Chamber of Commerce, 10 – 11:30 a.m. Contact Lisa Gonzalez Welch at SBA at 617-565-5588.

2/1: Taunton Housing Authority, 10 a.m. – noon. Call Donna DeFaria at 508-822-0051 to register.

Two Veteran Boston College SBDC Counselors Retire

John McKiernan, regional director of the Boston College Small Business Development Center, is retiring on 12/31/05. Jack has been involved with the SBDC program since 1979 when the concept was first discussed in Massachusetts. Under Jack's leadership, this center has serviced over 18,000 clients offering 115,000 hours of in-depth counseling; the center has also generated more than \$50 million dollars in financing for Massachusetts businesses and has been instrumental in creating and retaining thousands of jobs.

Don Rielly, another seasoned SBDC counselor, retired from his position as senior management counselor at the Boston College center in May. Don was the first counselor Jack McKiernan hired at the BC center. Don, a mentor for many SBDC counselors hired over the years, is well known for writing the first business plan workbook which has been used throughout the network.

Both of these cornerstones of the MSBDC program were honored at a statewide staff meeting at Clark University on December 14.



Maureen Kelliber, Senior Vice President and Co-Chief Investment Officer, Citizens Investment Management Services, addresses SBA's quarterly partners meeting in Boston on December 19.

2005 Lenders Awards (continued from page 1)

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|--|--|
| • Most loans to veterans* | United Bank |
| • Most loans to minorities* | Independence Bank |
| • Most loans to exporters* | Flagship Bank |
| • District Directors Special Achievement Award | Jay Mattier, Martin Luther King, Jr. Empowerment Center, Worcester |
| • Lender of the Quarter
10/1/05 – 12/31/05 | William Ryan
Greylock Federal Credit Union |

*To be considered for an award, lenders had to rank in SBA's top 25 for 2005 and then their proportionate lending to the identified categories was determined.

***It's Your
Business
Volume VI
Number 11***

*A monthly publication by
the U.S. Small Business
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Top SBA 7(a) Lenders 10/01/05 - 11/30/05

	LENDER NAME	GROSS AMOUNT	LOANS
1	CITIZENS BANK	\$7,378,000.00	135
2	BANK OF AMERICA	\$1,103,000.00	54
3	SOVEREIGN BANK	\$4,455,500.00	33
4	CAPITAL ONE FEDERAL SAVINGS BANK	\$930,000.00	23
5	TD BANKNORTH	\$1,976,400.00	21
6	CENTURY BANK AND TRUST COMPANY	\$747,500.00	10
7	SOUTH SHORE SAVINGS BANK	\$718,300.00	10
8	DANVERSBANK	\$1,017,700.00	8
9	UNITED BANK	\$379,000.00	8
10	EASTERN BANK	\$590,000.00	7
11	HERITAGE COOPERATIVE BANK	\$2,520,000.00	7
12	ROCKLAND TRUST COMPANY	\$580,000.00	7
13	GREYLOCK FEDERAL CREDIT UNION	\$629,200.00	6
14	BANK OF WESTERN MASSACHUSETTS	\$269,100.00	5
15	CIT SMALL BUSINESS LENDING CORP	\$2,471,000.00	4
16	MIDDLESEX SAVINGS BANK	\$600,000.00	4
17	BOSTON PRIVATE BANK & TRUST COMPANY	\$242,000.00	3
18	COASTWAY CREDIT UNION	\$1,019,000.00	3
19	ENTERPRISE BANK AND TRUST COMPANY	\$145,000.00	3
20	BANKFIVE	\$116,700.00	3
21	INDEPENDENCE BANK	\$2,760,000.00	3
22	UPS CAPITAL BUSINESS CREDIT	\$1,433,000.00	3
23	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$160,000.00	3
	Total for 51 participating lenders	\$41,661,800.00	401

504/Certified Development Company Loans 10/1/05 – 11/30/05

	LENDER NAME	GROSS AMOUNT	LOANS
	GRANITE STATE ECONOMIC DEVELOPMENT CORPORATION	\$1,233,000.00	8
	BAY COLONY DEVELOPMENT CORPORATION	\$3,270,000.00	6
	WORCESTER BUSINESS DEVELOPMENT CORPORATION	\$2,496,000.00	4
	CAPE & ISLANDS COMMUNITY DEVELOPMENT, INC.	\$2,269,000.00	3
	OCEAN STATE BUSINESS DEVELOPMENT AUTHORITY	\$352,000.00	1
	SOUTH SHORE ECONOMIC DEVELOPMENT CORPORATION	\$185,000.00	1
	TOTAL:	\$9,805,000.00	23

For a complete listing, <http://www.sba.gov/ma/loanvolume06.html>

